**Material Need before Meeting:**

* DVD/flipchart/ blank paper
* Annual Report
* Business Card
* Product Catalog
* Haut living
* Home shopping list
* Event Tickets
* DVD or laptop to play if using DVD
* Next Event Flyer

**Dress code:**

Please dress presentable and professionally. Do not show up in slippers or short. A polo shirt for men and pants is great. If you wear jeans a jacked or top is recommended.

Smell good. No bad breathe

**At the appointment:**

**Step 1: Ice Breaker ( 2mins – 5 mins)**

– Find a connection with your prospect

* You have 2 mins to create a good impression

**Step 2: Purpose of Appointment**Repeat the reason why you are meeting. It is important to know in case of communication difference.

**Step 3: Complete Home Shopping list**

* Have it completed
* Count the item on the list and write the total **number (in BOLD LARGE PRINT)** and circle it.

**Step 4: FIND THEIR WHY! ( may or may not be able to get it)**Know they’re why. Use trigger question to help stimulate the answers.

Here are some suggestions:

1. If you could change one thing about your job, what would it be?
2. Are you better off this year than last?
3. How much money would make a difference your life on a weekly basis?
4. Have you ever seen these #s before: 1,4,5,28,62? Where do you see yourself?
5. Do you like make-up…health and nutrition?

**Step 5: SHARE YOUR WHY ( 2 mins commercial)**

**Step 6 : Share the business**

1. Web portal walk thru or(&) Cash Flow Quadrant
   1. Take a daily essential packet at the product to share with them. Open in front of them and pour it in a cup – let them try it.
2. SHOW THE PLAN – Your Choice ( Push Play/Show Plan/Short Plan)
   1. Take a daily essential packet at the product to share with them. Open in front of them and pour it in a cup – let them try it.

**Step 7: CLOSE THE MEETING**

1. **What do you like best of what you saw?**
   * Zip it. First one speaks loses
2. **On a scale of 1 to 10 – 1 being not interested and 10 being very interested what would it be?**
   * Wait – for the answer.
3. Set appointment
   * Let them choose btw a
     1. 1 on 1
     2. Events
        + Product Events
        + Local
        + UBP